

Message Text

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TO AMEMBASSY ABU DHABI PRIORITY

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C O N F I D E N T I A L BEIRUT 8193

E.O. 11652: GDS

TAGS: ETRN, SY

SUBJECT: CIVAIR - SYRIAN ARAB AIRLINES REEQUIPMENT

REF: ABU DHABI 0896

SUMMARY: INPUTS TO ABU DHABI FROM EDWARD R. CAIN
SHOWING HOPE FOR THE BOEING COMPANY WITH SYRIAN ARAB
AIRLINES FURTHER BUTTRESSES RCAA'S VIEW USG SUPPORT
SHOULD BE IN BEHALF ALL THREE US COMMERCIAL AIRCRAFT
MANUFACTURERS (BOEING, DOUGLAS, LOCKHEED). HOWEVER,
FROM HERE, DECISION APPEARS TO BE BETWEEN L-1011 TRISTAR
AND A-300B4 AIRBUS. END SUMMARY

1. EDWARD R. CAIN IS NOT WITH BOEING BUT IS THE MANAGING
DIRECTOR, EUROPE (BASED GENEVA) FOR FREDERICK B. AYER
AND ASSOCIATES (HOME OFFICE, 200 PARK AVENUE, NEW YORK).
AYER IS LARGE AIRCRAFT LEASING COMPANY BUT CAIN DOES
WORK VERY CLOSELY WITH THE BOEING COMPANY IN CONTEXT OF
ARRANGING INTERIM LEASING FOR THOSE CUSTOMER AIRLINES WHO
REQUIRE INTERIM EQUIPMENT PRIOR TO DELIVERY DATES AVAIL-
ABLE FROM THE BOEING COMPANY ON NEW AIRCRAFT. WE ALSO
NOTE THERE IS A JERRY KANE WHO IS WITH THE BOEING COMPANY
IN SEATTLE AND IS THE AREA DIRECTOR FOR MIDDLE EAST SALES,
BACKSTOPPING JAMES MCDIVITT, BASED BEIRUT.

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2. RCAA PERSONALLY INFORMED EARLY JULY BY CHAIRMAN OF

AIRLINE, MOUKAYED, THAT DECISION HAD BEEN NARROWED TO A-300B4, DC-10 AND L-1011. SINCE THAT TIME, DOUGLAS INFORMED DC-10 ELIMINATED, BUT LOCKHEED INSISTS L-1011 STILL VERY MUCH IN RUNNING. IN RCAA'S VIEW, DECISION IN FAVOR OF BOEING COULD BE IN CONTEXT OF 707-320C, BUT THIS AIRCRAFT APPARENTLY ELIMINATED EARLY DUE INABILITY MEET ICAO AND FAA (FAR PART 36) NOISE STANDARDS. 747 OR 747SP APPEARS EXCESSIVELY SIZED FOR SYRIAN ARAB'S REQUIREMENTS, BUT BOEING ADVANCED 727-200 TRIJET APPEARS TO BE IDEAL REPLACEMENT, DOWN-THE-ROAD, FOR SYRIAN CARRIER'S PRESENT FLEET FOUR SUPER CARAVELLES. ON BASIS OF FACTS AVAILABLE TO US, HOWEVER SUPER CARAVELLE REPLACEMENT WOULD COME ONLY AFTER AIRLINE FIRST ACQUIRING THREE WIDEBODIED AIRCRAFT.

3. IF EDWARD R. CAIN SPEAKING RATHER THAN JERRY KANE, HE WOULD HAVE ONLY PERIPHERAL KNOWLEDGE OF ACTUAL FACTS IN SYRIAN ARAB AIRLINES EQUIPMENT SWEEPSTAKES. FURTHER, WE UNDERSTAND MAHDI TAJIR HAD ORIGINALLY PUSHED FOR EITHER BOEING 707-320C (BEFORE IT WAS ELIMINTED BY THE SYRIAN CARRIER BECAUSE OF NOISE AND ENVIRONMENTAL PROBLEMS) OR A-300B4. ALL THIS FURTHER BUTTRESSES RECAA'S IMPRESSION THAT USG SHOULD PROMOTE ALL US TRANSPORT AIRCRAFT AGAINST MARGINAL AND NARROWLY SPECIALIZED A-300B4, ALTHOUGH FROM HERE LOOKS LIKE SYRIAN ARAB DECISION NARROWED TO L-1011 TRISTAR AND A-300B4 AIRBUS. GODLEY

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